

3D SYSTEMS Investor Presentation

August 2022

Forward Looking Statements

Certain statements made in this presentation that are not statements of historical or current facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the company to be materially different from historical results or from any future results or projections expressed or implied by such forward-looking statements. In many cases, forward looking statements can be identified by terms such as “believes,” “belief,” “expects,” “may,” “will,” “estimates,” “intends,” “anticipates” or “plans” or the negative of these terms or other comparable terminology. Forward-looking statements are based upon management’s beliefs, assumptions and current expectations and may include comments as to the company’s beliefs and expectations as to future events and trends affecting its business and are necessarily subject to uncertainties, many of which are outside the control of the company. The factors described under the headings “Forward-Looking Statements” and “Risk Factors” in the company’s periodic filings with the Securities and Exchange Commission, as well as other factors, could cause actual results to differ materially from those reflected or predicted in forward-looking statements. Although management believes that the expectations reflected in the forward-looking statements are reasonable, forward-looking statements are not, and should not be relied upon as a guarantee of future performance or results, nor will they necessarily prove to be accurate indications of the times at which such performance or results will be achieved. The forward-looking statements included are made only as the date of the statement. 3D Systems undertakes no obligation to update or revise any forward-looking statements made by management or on its behalf, whether as a result of future developments, subsequent events or circumstances or otherwise, except as required by law

Further, we encourage you to review “Risk Factors” in Part 1 of our Annual Report on Form 10-K and Part II of our Quarterly Reports on Form 10-Q filed with the SEC as well as other information about us in our filings with the SEC. These are available at www.SEC.gov.



Purpose Statement

We are the leaders in enabling additive manufacturing solutions for applications in growing markets that demand high reliability products.



Investment Thesis

3D Differentiators

01 Relentless AM application focus in high value markets

02 Broadest range of hardware (metal and polymer), software and materials

03 Scale to support customer needs from inception to fleet production



Large and growing AM Market



Best-positioned AM company in the high-growth markets we serve

1. Company estimates

2. Adjusted for divestitures



Company Rebirth for an Even Stronger Future

1986 - 2020



July 2020



2021 and Beyond



Reorganized, Lean, Focused and Growing

Excellent Balance Sheet to Support Future Growth Investments



Strong Executive Leadership Team



Jeff Graves

President and Chief Executive
Officer



Michael Turner

Chief Financial Officer



Reji Puthenveetil

Executive Vice President,
Industrial Solutions



Menno Ellis

Executive Vice President,
Healthcare Solutions



David Leigh

Chief Technology Officer,
Additive Manufacturing



Chuck Hull

Chief Technology Officer,
Regenerative Medicine



Andrew Johnson

Chief Legal Officer



Phyllis Nordstrom

Chief People, Culture
and Compliance Officer



Who We Are and Who We Serve

3D Systems Today

1,900+

Employees worldwide

20+

Market segments served

Broadest Range of AM Solutions Technologies

- **7** metal and polymer printing platforms
- **2** major bioprinting platforms
- **130+** Production Materials
- **Most** extensive **software** platforms

1,000+

Patents issued

80+

Application Engineers

Largest dedicated **sales & service** organization

Delivering Value to our Customers

20,000+

Production printers active today

4,800+

Tons of proprietary materials consumed per year

35,000+

Printers sold over time

1,000,000+

Parts per day printed with our technology

30,000+

Customers served each year

Deepest Experience with Production Requirements



Advantages of Additive Drive Industry Growth

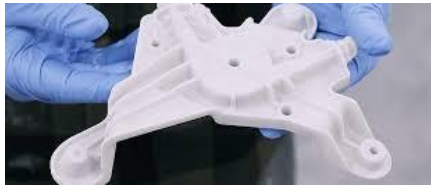
Why Additive?



01 Design Flexibility



03 Mass Customization

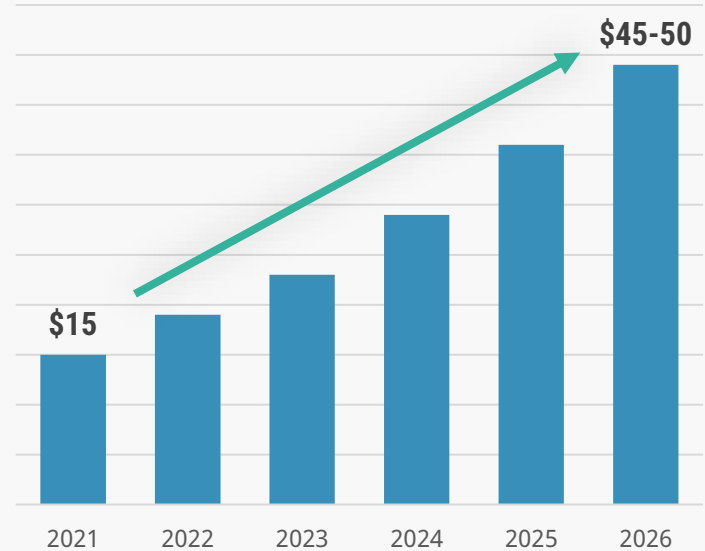


02 Low Volume Parts & Faster Product Cycles



04 Supply Chain Flexibility

3D Printing Market Size (\$B)¹



1. Market includes hardware, software, materials and printing services. Median of estimates by Markets & Markets, Grandview Research, Fortune Business Insights, Allied Market Research, Emergen Research, Arizton, Guggenheim and Wohlers



Additive Manufacturing is Transforming Existing Industries...

Aerospace & Defense



- ✓ Low Volume Interior Components
- ✓ Light-weighting & Complex Geometries for Structural Components
- ✓ Lower Cost & Faster Custom Tooling
- ✓ Maintenance & Repair Operations

Automotive



- ✓ Faster Product Development
- ✓ Tooling Aids
- ✓ Complex Geometries for Strength & Cooling Capabilities
- ✓ Custom Parts

Healthcare



- ✓ Patient Specific Devices & Implants
- ✓ Digital Dentistry
- ✓ Customized Surgical Planning
- ✓ Assistive Technologies



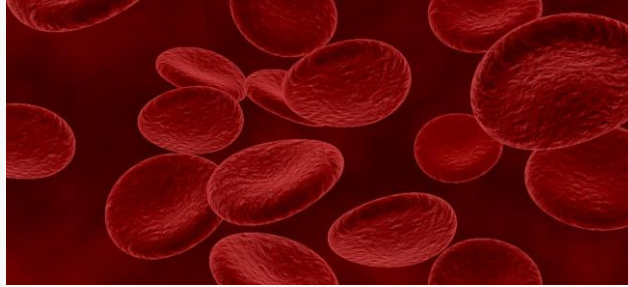
And Creating Entirely New Ones...

Bioprinting for Laboratory Applications



- ✓ Academic Labs for the Study of Regenerative Medicine (printers & consumables for research)
- ✓ Three-dimensional vascularized cell structures for the development of new drug therapies
- ✓ Cellular samples for development of skin care products

Regenerative Medicine for Human Applications



- ✓ Solid human organs to address critical illness and extend life (lungs, livers, kidneys, other)
- ✓ Printed human tissues to address damage induced by trauma, disease, or genetic defects (arteries, bones, soft tissue, skin, etc)

Leading and Differentiated in the Market



Application expertise and advanced manufacturing proving grounds



Robust range of technologies in polymers and metals



Scale and footprint to serve global organizations



Software to manage additive manufacturing environment



Materials options to handle range of customer requirements



Larger Competitors

SOME



SOME

SOME

Point Solutions



LIMITED

LIMITED



Our Strategic Focus



Purpose

Deliver leading additive solutions for industrial and healthcare applications



Business Strategy

Enhance core Healthcare and Industrial businesses & expand Software and RegMed

Grow Gross Profit Faster Than Revenue

Execution

Strategic Focus

New Solution Revenue

Design | Innovate | Launch

Recurring Revenue

Materials | Service | Software

Manufacturing Excellence

Cost | Quality | Delivery

Culture

Candor

Focus

Speed

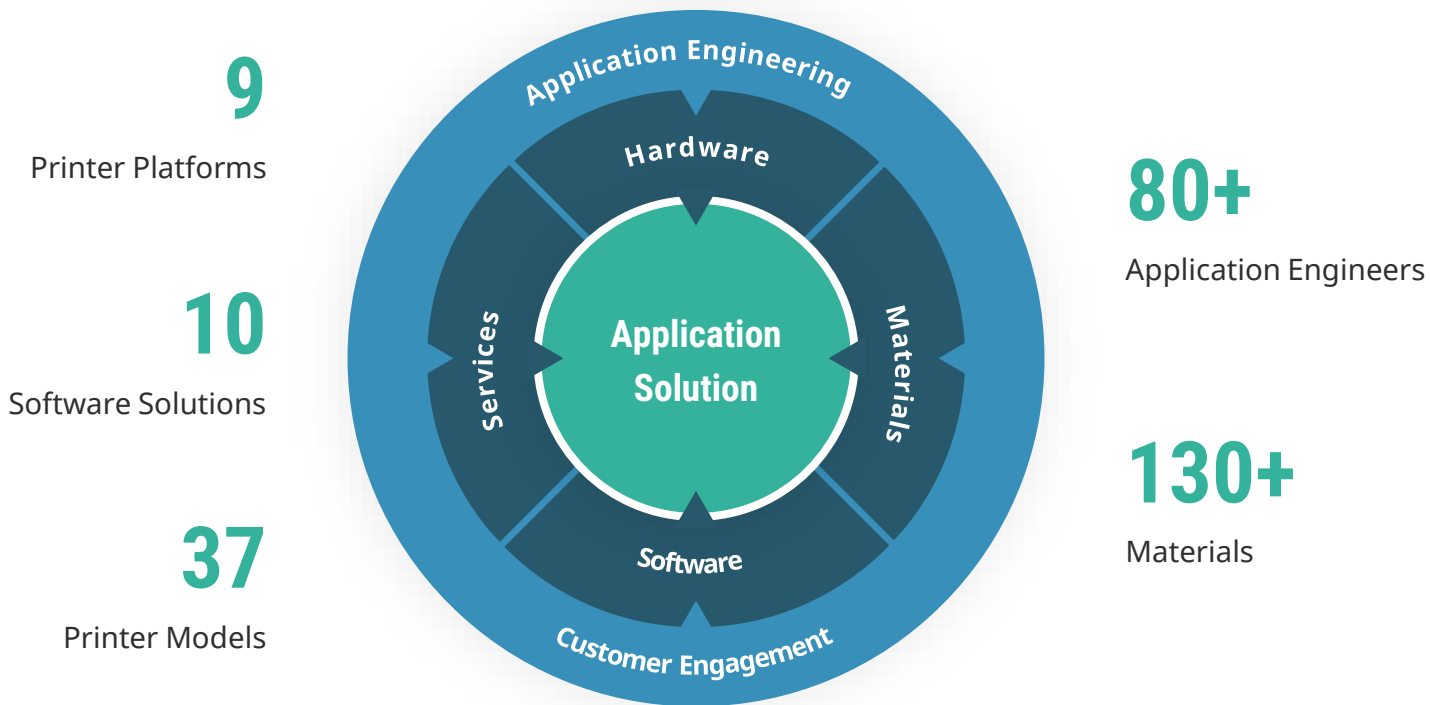
Innovation

Efficiency

Accountability



Most Comprehensive Product Portfolio in the Industry



Our Solutions Approach Leverages Our Significant Scale



Explore

Strategic consulting to identify customer needs

Innovate

Joint applications development and design for additive

Develop

QA and process characterization from pre-prototype through prototype

Validate

Training, validation, and certification

Produce

Production and manufacturing services

Scale

Scale up and technology transfer

Application Engineers

Multiple Print Technologies

Multiple Materials Options

Software For Simulation Optimization and Production Management

Certification Experts & Experience

Advanced Mfg "Proving Grounds"

Global Installation and Technical Support



Capabilities to Solve Problems in Multiple Large Segments

Automotive					
Aerospace					
Manufacturing					
Healthcare					
Bioprinting					



Advancing Innovation Through Our Culture

Vision → Innovating for a Sustainable World



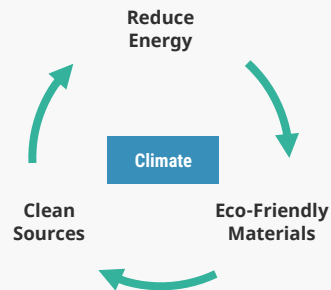
People

Advancing innovation through our people



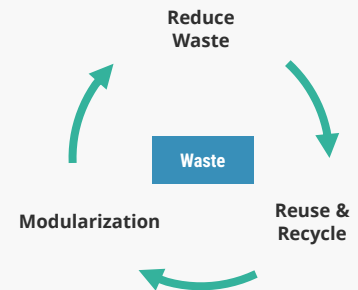
Climate

Developing solutions to use resources responsibly



Waste

Implementing actions to reduce and eliminate waste



Strong Progress Towards Long Term Goals in 2021

Divestitures created a focused business positioned for success

Revenue outperformed 2020 and pre-pandemic 2019

Gross margin improvements reflects outstanding execution of sales and supply chain

Healthy EBITDA reflects revenue growth combined with 2020 business restructuring

\$544M

2021 FY Revenue ¹

32% / 17%

Revenue growth versus 2020 and 2019 ¹

43.0%

2021 FY Gross Margin ¹

\$56M

2021 Adjusted-EBITDA ¹

\$66M

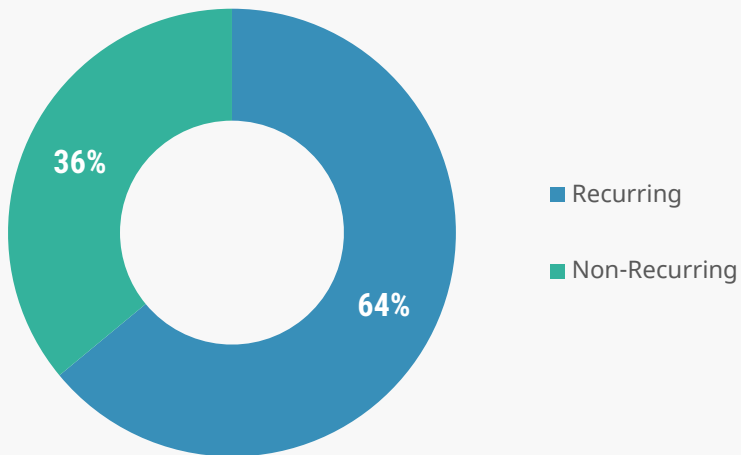
Adjusted EBITDA Improvement vs 2020 ¹

1. Adjusted for divestitures and Non-GAAP

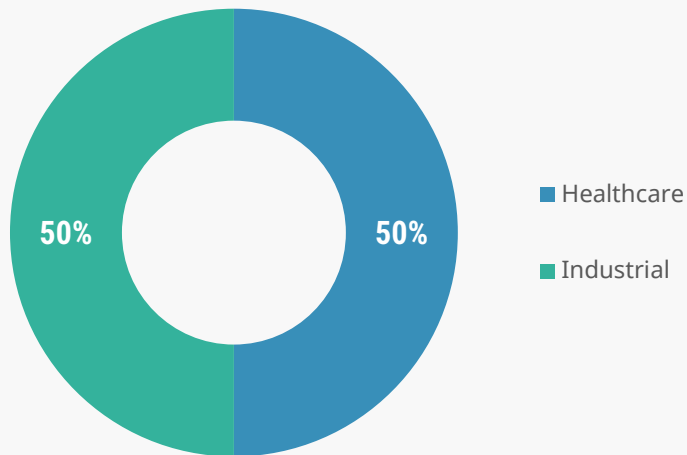


Balanced and Resilient Revenue Profile

2021 Recurring Revenue¹



2021 Segment Revenue¹



~2/3rd of revenue is recurring, primarily driven by materials, services and software businesses

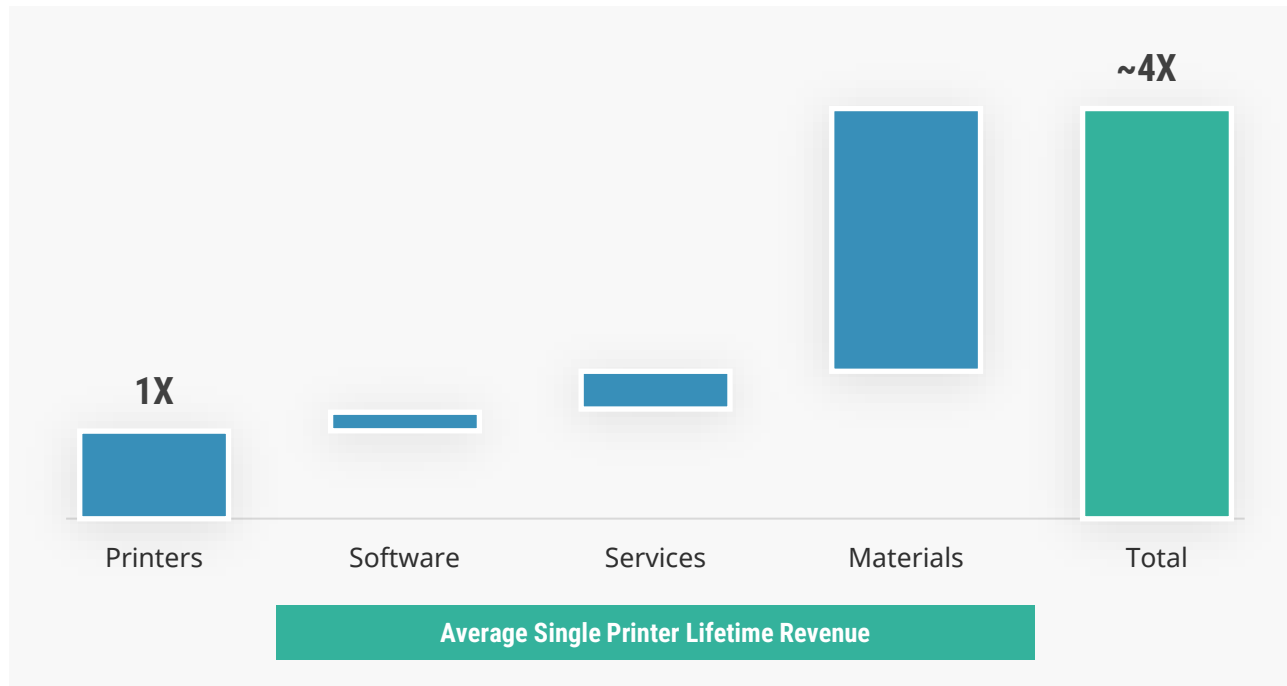
1. Adjusted for divestitures



Recurring Revenue Business Model Creates Value

Multiple opportunities to drive lifetime revenue

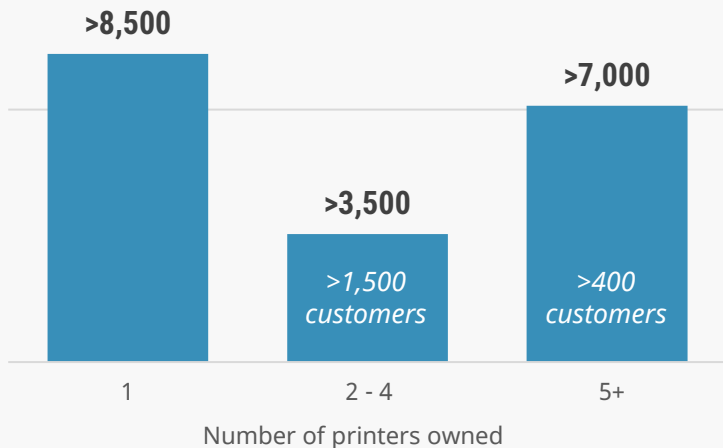
- ✓ Production applications
- ✓ Software
- ✓ Enhanced services
- ✓ Materials



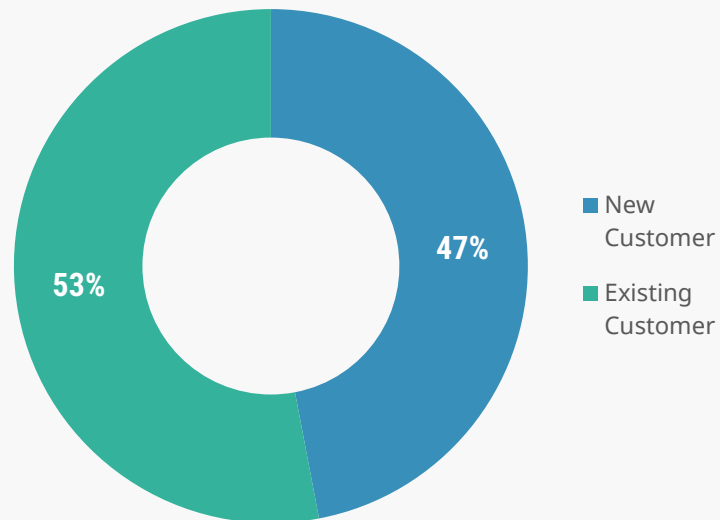
Scale Fuels Growth

Distribution of Customer Fleet Size

Number of Printers by Size of Customer Fleet¹



Distribution of 2021 Printer Sales



11% 5-YR CAGR of Fleet Customers²

1. Based upon supported printers under service contracts 2. Defined as accounts with three or more printers



Long-Term Financial Targets

Growth Drivers

- ✓ Expanding market opportunities drive printer sales
- ✓ Growth of software to manage end-to-end: design, print and production management
- ✓ Materials / services consumption

Margin Improvements Driven By

- ✓ Printer standardization to reduce COGS
- ✓ Mix shift to high margin software offerings
- ✓ Scale leverage from supply chain, R&D and SG&A

2027 Targets	
Revenue	\$1 Billion
Gross Margin	50%
R&D	10%
Non-GAAP SG&A ¹	20%
Adjusted EBITDA ^{1,2}	20%

Percentages of Revenue

Note: Business model target excludes contribution from regenerative medicine initiatives

1. See "Presentation of Information" in Appendix for a description of non-GAAP SG&A and Adjusted EBITDA

2. Depreciation is expected to be 3-4% of revenue. The addback of depreciation is not specifically included in the adjusted EBITDA target of 20% and provides contingency to meet the target.



Why 3D Systems?



Relentless AM
application
focus in high
value markets



Focused
business +
strong balance
sheet to
support growth



Demonstrated
double-digit
revenue
growth



Targeting
\$1B revenue
in 5 years



Expanding
margins
through
scale, mix,
refreshed
product
portfolio

Thank You

Find out more at

www.3dsystems.com



Appendix

Presentation of Information

3D Systems reports its financial results in accordance with GAAP. Management also reviews and reports certain non-GAAP measures, including: non-GAAP revenue, non-GAAP Gross profit, non-GAAP Gross profit margin, non-GAAP SG&A, adjusted EBITDA and adjusted EBITDA Margin. Non-GAAP revenue is defined in this presentation as reported revenue less revenue from businesses divested in 2021. These non-GAAP measures exclude certain special items that management does not view as part of 3D Systems' underlying results as they may be highly variable, may be unusual or infrequent, are difficult to predict and can distort underlying business trends and results. Management believes that the non-GAAP measures provide useful additional insight into underlying business trends and results and provide a more meaningful comparison of period-over-period results. Additionally, management uses the non-GAAP measures for planning, forecasting and evaluating business and financial performance, including allocating resources and evaluating results relative to employee compensation targets. 3D Systems' non-GAAP measures are not calculated in accordance with or as required by GAAP and may not be calculated the same as similarly titled measures used by other companies. These non-GAAP measures should thus be considered as supplemental in nature and not considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP.

Adjusted EBITDA, defined as net income, plus income tax (provision)/benefit, interest and other income/(expense), net, stock-based compensation expense, amortization of intangibles, depreciation expense and other non-recurring and/or non-cash items all as described above, is used by management to evaluate performance and helps measure financial performance period-over-period.

3D Systems does not provide forward-looking guidance for certain measures on a GAAP basis. The company is unable to provide a quantitative reconciliation of forward-looking non-GAAP SG&A and Adjusted EBITDA to the most directly comparable forward-looking GAAP measures without unreasonable effort because certain items, including legal, acquisition expenses, stock-compensation expense, intangible amortization expense, restructuring expenses, and goodwill impairment, are difficult to predict and estimate. These items are inherently uncertain and depend on various factors, many of which are beyond the company's control, and as such, any associated estimate and its impact on GAAP performance could vary materially.



Unaudited Reconciliation of Prior Years Revenue Excluding Divestitures, 2019-2021 (non-GAAP)

<i>(in millions)</i>	2019	2020	2021
Revenue			
Healthcare	\$ 244.5	\$ 246.4	\$ 306.2
Industrial	391.9	310.8	309.4
Total Revenue	636.3	557.2	615.6
Revenue From Divestitures:			
Healthcare	53.2	50.5	31.8
Industrial	118.1	94.1	39.9
Total Revenue	171.1	144.6	71.6
Total Revenue (Excl. Divest.):			
Healthcare	191.3	195.9	274.4
Industrial	273.8	216.7	269.5
Total Revenue (Excl. Divest.):	\$ 465.1	\$ 412.6	\$ 543.9



Unaudited Reconciliations of GAAP to Non-GAAP measures

For the year ended December 31, 2020

(in millions, except per share data)	2020								2020
	GAAP	Amortization, stock-based compensation & other	Legal, acquisition and divestiture - related (1)	Cost optimization plan	Impairment of cost-method investments	Product end of life adjustment	Goodwill impairment	Non-GAAP	
Revenue	\$ 557.2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 557.2	
Gross Profit	223.4	0.4	0.4	2.2	-	10.9	-	237.2	
Gross Profit Margin	40.1%							42.6%	
Operating expenses	342.3	(33.0)	(4.1)	(20.0)	-	-	(48.3)	236.9	
Operating income (loss)	(119.0)	33.4	4.5	22.3	-	10.9	48.3	0.3	
Interest and other income (expense), net	(24.4)	1.0	14.1	-	2.2	-	-	(7.2)	
Net income (loss)	\$ (149.6)	\$ 34.4	\$ 18.6	\$ 22.3	\$ 2.2	\$ 10.9	\$ 48.3	\$ (13.1)	
Net (loss) EPS - basic	\$ (1.3)	\$ 0.3	\$ 0.2	\$ 0.2	\$ 0.0	\$ 0.1	\$ 0.4	\$ (0.1)	
Net (loss) EPS - diluted	\$ (1.3)	\$ 0.3	\$ 0.2	\$ 0.2	\$ 0.0	\$ 0.1	\$ 0.4	\$ (0.1)	
Weighted Average Shares - basic	117.6							117.6	
Weighted Average Shares - diluted	117.6							117.6	



Unaudited Reconciliations of GAAP to Non-GAAP measures

For the year ended December 31, 2021

(in millions, except per share data)	2021						2021
	GAAP	Amortization, stock-based compensation & other	Legal, acquisition and divestiture - related(2)	Cost optimization plan	Product end of life adjustment	Non-GAAP	
Revenue	\$ 615.6	\$ -	\$ -	\$ -	\$ -	\$ 615.6	
Gross Profit	263.8	0.5	-	-	0.2	264.5	
Gross Profit Margin	42.8%					43.0%	
Operating expenses	296.8	(64.4)	(16.3)	(1.4)	-	214.7	
Operating income (loss)	(33.1)	64.9	16.3	1.5	0.2	49.8	
Interest and other income (expense), net	352.6	-	(353.8)	-	-	(1.3)	
Net income (loss)	\$ 322.1	\$ 64.9	\$ (331.9)	\$ 1.5	\$ 0.2	\$ 56.6	
Net income EPS - basic	\$ 2.6	\$ 0.5	\$ (2.7)	\$ 0.0	\$ -	\$ 0.5	
Net income EPS - diluted	\$ 2.5	\$ 0.5	\$ (2.6)	\$ 0.0	\$ -	\$ 0.4	
Weighted Average Shares - basic	122.9					122.9	
Weighted Average Shares - diluted	126.3					126.3	



Non-GAAP Operating Income to Adjusted EBITDA Reconciliation

For the years ending December 31, 2021 and 2020

	2021	2020
Revenue	\$ 615.60	\$ 557.20
Non-GAAP Operating Income	49.8	0.3
Depreciation	24.3	28.4
Adjusted EBITDA	\$ 74.1	\$ 28.7
Adjusted EBITDA Margin	12.0%	5.2%



Reconciliation of GAAP Operating Income to Adjusted EBITDA excluding Divestitures

For the years ending December 31, 2021 and 2020

	2020	2021
GAAP Operating Income (Loss)	\$ (119.0)	\$ (33.1)
plus: Adjustments from GAAP to Non-GAAP	119.4	82.8
less: Operating Income from Divestitures	<u>(34.6)</u>	<u>(16.2)</u>
Non-GAAP Operating Income excluding Divestitures	\$ (34.2)	\$ 33.5
Plus: Depreciation excluding divestitures	<u>23.9</u>	<u>22.6</u>
Adjusted EBITDA excluding divestitures	\$ (10.3)	\$ 56.1

